

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 IO-10 /030 R

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STATE/IO/CMD/HHOFFMAN

COM/CAGNE/PHALE (INFO)

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R 072243Z APR 75

FM SECSTATE WASHDC

TO AMEMBASSY VIENNA

UNCLAS STATE 078647

E.O. 11652: N/A

TAGS: BEXP, UNIDO, IR, PK, TU

SUBJECT: UNIDO - SUBCONTRACT OPPORTUNITY

REF: VIENNA 2733

1. COMMERCE ALWAYS INTERESTED IN EXPOSING U.S. CONSULTING AND DESIGN/ENGINEERING FIRMS TO OPPORTUNITIES FOR DOING FEASIBILITY STUDIES, PARTICULARLY IF THEY LEAD TO FULL AND FAIR CONSIDERATION FOR AMERICAN COMPANIES TO BID ON FOLLOW-ON DESIGN AND CONSTRUCTION PHASES OF SIZABLE PROJECTS. IN ORDER TO IDENTIFY APPROPRIATE U.S. FIRMS AND SOUND THEM OUT ON SUCH OPPORTUNITIES, COMMERCE NEEDS KEY SPECIFICS: E.G., DESCRIPTIONS ON PRODUCTS TO BE MANUFACTURED; IDENTITY COUNTRY OR COUNTRIES WHERE PLANTS WOULD BE BUILT; INDICATION AS TO SIZE OF PROJECTS BY ESTIMATED COST, PRODUCTION VOLUME OR OTHER YARDSTICKS PROVIDING AT LEAST ROUGH ORDERS OF MAGNITUDE; IDENTITY OF CLIENTS (I.E., INTERNATIONAL ORGANIZATION, GOVERNMENT NAMES OF PRIVATE FIRMS AND OTHER PROSPECTIVE PARTICIPANTS); IDENTITY OF ENVISIONED FINANCING SOURCES; RESOURCES AND MODALITIES FOR PAYING FOR FEASIBILITY STUDY.

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2. REFTEL MENTIONS ONLY IRAN IN MESSAGE BODY (PARA. 2.C.). TAGS DESIGNATION REFTEL CITES PAKISTAN AND TURKEY AS WELL. DOES MISSION KNOW WHETHER PROPOSED MANUFACTURING FACILITIES ARE BEING CONSIDERED FOR ALL THREE COUNTRIES OR ONLY IRAN?

3. MISSION AND UNIDO SHOULD RECOGNIZE THAT OIL EXPLORATION AND DRILLING EQUIPMENT ENCOMPASSES VERY WIDE SPECTRUM OF MANUFACTURERS AND ENGINEERING. THE PRODUCT SECTOR INCLUDES SUCH WIDELY DIVERSE AND/OR HIGHLY SPECIALIZED ITEMS AS DRILLING BITS, ELECTRONIC INSTRUMENTATION, PIPE, DRILLING MUDS (ACTUALLY VERY SOPHISTICATED CHEMICAL COMPOUNDS), HYDRAULIC EQUIPMENT, ELECTRICAL MACHINERY, POWER GENERATING EQUIPMENT, SPECIALIZED VESSELS AND DRILLING PLATFORMS. DRILLING RIGS ARE HIGHLY SOPHISTICATED ASSEMBLIES INCLUDING MOST OF THE AFOREMENTIONED ITEMS PLUS SPECIALIZED ENGINEERING TECHNOLOGY.

4. DESPITE COMPLEXITIES CITED PARA 3, ABOVE, IT IS ENTIRELY POSSIBLE TO FIND U.S. FIRMS TO DO STUDIES RE FEASIBILITY OF ESTABLISHING MANUFACTURING FACILITIES FOR OIL EXPLORATION AND DRILLING EQUIPMENT IN A SPECIFIC COUNTRY OR GROUP OF COUNTRIES, INCLUDING SERVICES LISTED PARA 2 REFTEL. THE UNIVERSE OF U.S. FIRMS

CAPABLE OF DOING FEASIBILITY STUDY RE VALVE PRODUCTION IS MUCH GREATER.

5. IF MISSION CAN OBTAIN INFO CITED PARAS 1 AND 2, ABOVE, COMMERCE WILL PASS IT ALONG TO QUALIFIED U.S. FIRMS, PROVIDED FUNDS TO PAY FOR FEASIBILITY STUDY AVAILABLE FROM CLIENT, UNIDO/UNDP OR OTHER SOURCES. INGERSOLL

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